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IN THE UNITED STATES DISTRICT COURT FOR THE WESTERN DISTRICT OF OKLAHOMA

UNITHERM FOOD SYSTEMS, INC., an Illinois corporation; and JENNIE-O-FOODS, INC., a Minnesota corporation,

Plaintiffs.

VS.

Case No. CIV-01-347-C

SWIFT-ECKRICH, INC. d/b/a ConAgra Refrigerated Foods, a Delaware corporation,

Defendant.

DECLARATION OF DR. CHRISTOPHER P. SALM

I, Dr. Christopher P. Salm, declare as follows:

- 1. I am Vice President of Research and Development for defendant ConAgra Refrigerated Foods. The matters in this declaration are based upon my personal knowledge. If called as a witness, I could testify competently to these facts. This declaration is hereby submitted in lieu of an affidavit pursuant to 28 U.S.C. §1746.
- 2. I obtained a Bachelors of Science degree in Animal Science from the University of Wisconsin in Madison in 1975. I obtained a Master's degree and a Ph.D. in Animal Science from Purdue University in 1978 and 1981, respectively. I have worked in product development, process development and research and development in the processed food industry for over 20 years.
- 3. During the last 20 years, I have worked with different companies, including Red Arrow Products Company, that sell liquid smoke products to be applied to meat products for browning and/or smoking. Based on my educational experience and my experience in the processed food industry, I know that liquid smoke products are not browning liquid pyrolysis products if the products impart a smoke flavor but do not promote the browning of meats. For example, Red Arrow currently sells the following liquid smoke products which are

EXHIBIT A

not browning liquid pyrolysis products: Aro-Smoke P-50, Aro-Smoke 8056, Aro-Smoke 8068, Charoil Hickory, Charoil Mesquite, Charoil B and Charoil Hickory Double Potency.

4. Therefore, it is my opinion that one cannot determine whether a liquid smoke product is a browning liquid pyrolysis product without knowing information relating to the properties of the product at issue (i.e. whether a smoke flavor is imparted, whether a browning of the meat is promoted, etc.).

I declare under penalty of perjury under the laws of the United States that the foregoing is true and correct. Executed on June 6, 2002, at Downers Grove, Illinois.

Christopher P. Salm, Ph.D.

Date: December 3, 1997

M. Heakin

To: R. Scalise

> K. Keenan (J. Stephens) R. Goodman A.Colglazier D. Billow

J. Cappozzo P. Singh J. Coccaro

S. Gershenson J. Costelloe

C. Salm

F. Carroll T. Bentley

P.Y. Wang T. Nestor

Fr. S. Burns

Re: Turkey Breast Product Improvement Project

Recap of Panel held Dec. 2

The group reviewed samples of a 40% pump Butterball oil browned product compared to the control Butterball OR product. The 40% pump product appeared to be more "dry" than the control.

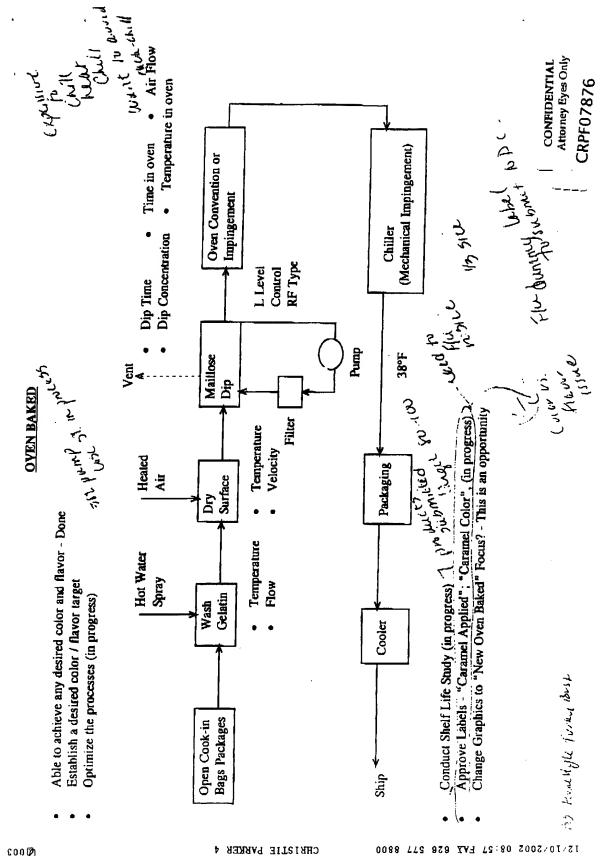
Also reviewed were Maylose samples which the group agreed have an appealing appearance similar to that of a Thanksgiving roasted turkey.

Stan & his group will continue to explore alternate options to oil browning (Maylose, electrostatic coating, laser technology).

Next Meeting/Next Steps

The meeting originally scheduled for December 9th (per the attached memo) has been rescheduled for Thursday, December 11 at 9:30 am in the PDL kitchen. Please come prepared to update the group on the progress in your area of responsibility.

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Consumer / Sensory Test

- Produce Sample (How many? When? What? Package?) Conduct Tests (Appearance, Flavor, Texture, Performance, etc.)

Prepare Cost Implications (DSC, etc.) - (in process)

Capital Costs / Layouts / Specification / 'Recommendation (in progress)

CER Approval

Install / HACCP

Market

Technology Lock-up (in progress)

†00Ø

CHEIZLIE PARKER 4

12/10/2002 08:57 FAX 626 577 8800

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OVEN BAKED TURKEY DECISION FLOW - PRODUCT ATTRIBUTES

		Oil Browning	golt		2	Non Ott B		
		Congres		Weighted			Summo	
Characteristics	Descriptive Score	1-10	Weight %	Score	Descriptive Scare	Score*	Wolak o	Weighted
						N -i	W CHEBIC 70	Score
• Flavor	Not good. Degrades	3	23	75	Durable Flavor may	r	ý	į
Durability	with time				change with time	_	7	175
Flavor	Varies with time	9	25	150	More controllable	•	ų.	
Perception	difficult to control				should not very with	•	7	200
	unhealthful				time			
Mouth Feel	Greasy, fishy taste	9	10	09	Clean non oresev	o	-	
	particularly as time				flavor	•	2	€
	goes on							
Texture	Okay	90	\$	04	Okav	a	ų	9
Appearance	Uniform	0 0	10	8	Uniform) t	٠ <u>ز</u>	0 6
uniformity))	}			חַ	0/
Baked	More towards black	9	25	150	150 Golden Brown	œ	36	000
Appearance	hue					•	7	0077
(Golden								-
Brown?)								
OVERALL								
WEIGHTED								
PRODUCT								
ATTRIBUTES								
SCORE				550				371
								COV
*				0				
Worst Performance	٠, ٠,٠		Doct	Dect Derformones				
	3		737	בין נסן ווושווגיב				

OVEN BAKED TURKEY DECISION FLOW - OPERATION CHARACTERISTICS

		Oil Browning	or.				•	
		1	-		Non	Non - Oil Browning	rning	
Characteristics	Descriptive Score	Score 1-16	Weight %	Weighted Score	Descriptive Score	Score *	Weight @	Weighted
Operating	Involved oneration oil	v	30	3		01-1	ar militari	2000
Efficiencies	frying, filters, oil) i	3	OC!	Kelalively easy to	7	30	210
	quality control, oil				orohiem Maillose at			
	temperature, FFA				constant			
	difficult to control				concentration. Filter			_
	and maintain				needed. Level			
• Cafety	Extra sofohe must be	4			control.			-
Saluty	taken fire barsed	n	30	130	Closed system. No	9	30	180
	high formanded				particular safety issue.			
	face shield				Maillose handling.			
Environmental	Vent oil vapor.	9	10	8	Vent Maillose.	ý	10	9
	Dispose oil				Dispose Maillose	•	2	3
Cleanability		ς,	15	45		9	15	8
Maintenance		9	15	8		7	15	75
Overnori								615
WEIGHTEN								
PRODICT								
ATTRIBUTES								
SCORE				495				376
	_							(0)
*				10				
Worst Performance	ance 5			Best Performance	папсе	0 \$	CONFIDENTIAL Afterney Eyes Only	- -
								·
						_	CKPF07879	 6

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OVEN BAKED TURKEY DECISION FLOW - COST IMPLICATIONS

	Be	•	
Non Oil - Browning	\$1.1 - 1.2 mm 20Mm 16 capus 30	4a/pound incremental basis 13	
Oil Browning	\$0.8 - 0.9 mm (Estimated) will confirm 16 weeks	12.5¢/pound incremental basis 143% pump	Museum Contilling for the formation
	ost /	Den	Ly What our Children Children Children

PTO-003075

Date: December 12, 1997

A.Colglazier D. Billow To: K. Keenan F. Carroll T. Bentley J. Costelloe P.Y. Wang J. Cappozzo P. Singh T. Nestor CC: R. Goodman R. Barternever M. Heakin

R. Scalise J. Stephens Fr: S. Burns/S. Gershenson

Turkey Breast Product Improvement Project - 12/11/97 Meeting Recap Re:

Determine cost/timing/other factors related to switch to Longmont shape. Issue:

Status: Need update from F. Carroll.

Explore alts. to poultry netting/carmel color (w/out stripping from bag). <u> Issue:</u> Status: Overall, determined to be a longer-term initiative. Curwood

(Jonesboro/Longmont film supplier) has not tested concept. Cryovac (Honey Creek supplier) is approx. one year away from testing alternatives to both netting & carmel.

<u>Issue:</u> Investigate oil browning methodology.

Will run two 10M lb. test batches of product: (1) 40% pump with no <u>Status:</u> lactate/diacitate, and (2) 40% pump w/low levels of lactate/diacitate. The samples will be used to test the following oil browned processes with: (1) Jonesboro oil (soybean), (2) Longmont oil (soybean), and (3) preferred oil (determined w/ help of resource Jerry Sloan -could be soybean or cottonseed). Also, samples of oil will be tested throughout the day. Potentially, we can improve the quality of oil browned products by using a more hydrogenated oil, which provides better stability. The test products will be sensory tested initially and again 30-40 days later. A secondary test will be run with the goal of getting a lighter, more golden brown color of oil browning by adjusting the dextrose levels. Test samples expected to be ready by January 10th. Oil browning is an option that is feasible for 4th quarter implementation as equipment appears to be currently available; however, capacity issues need to be addressed.

<u>Issue</u>: Investigate Maillose alternative to browning.

<u>Status:</u> Primary concern with using Maillose process to impart color is shelf life. However, shelf life issues can be addressed by adding a post-pasteurization process. We would need sufficient lead time to build a post pasteurizing unit along with a chiller. Plan is to test samples with and without post pasteurization. Also, excess amount of gelatin on outside of product needs to be addressed. Samples are expected to be available January 10th.

Issue: Investigate laser option to browning.

Product (with current pump levels) will be sent to outside supplier for testing. Feedback expected by January 10th.

The group agreed to convene for a brief status meeting during the week of January 5°. During the following week (week of January 12th), samples from the various tests noted above will be available for review.

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INTEROFFICE MEMORANDUM ARMOUR SWIFT ECKRICH

January 12, 1998

Cc: R. Scalise K. Keenan R. Bartemeyer J. Stephens F. Carroll A. Colglazler D. Billow J. Cappozzo P. Singh P. Wang T. Nestor D. Sommerlo

T. Brubaker-Jonesboro

To: S. Burns

Subject: Status Report-Turkey Browning Project

Activities in Progress

1. Longmont Deli Shape

Frank Caroll has reviewed the costs and timing associated with the changeover in Jonesboro to the Longmont shape. He estimates that it will cost approximately \$60,000 to convert all the die pockets in Jonesboro to the Longmont shape and approximately 12 weeks lead time.

Suggested Next Steps

An R&E must be generated by Operations with Management's approval as soon as possible. The consumer tests indicated that this shape was preferred by consumers.

2. Oil Investigation

Discussions have taken place with research personnel from Lamb Weston, Hunt Wesson and the Institute of Shortening and Edible Oils regarding the frying oil and processing times/temperatures we are currently using to manufacture processed turkey breasts. Representatives of all companies stated, in their opinion, we are using the wrong type of oil for frying turkey breasts. We brown in nonhydrogenated soybean oil, which is prone to having off notes of "fishy" flavors. They suggest that we use either corn oil, cottonseed oil, hydrogenated soybean oil or low linolenic content canola oil.

Suggested Next Steps

I suggest that tests be conducted on com oil, cottonseed oil and canola oil in to determine the preferred oil. In my opinion, hydrogenated soybean oil should be given lowest consideration because of the potential consumer negative feedback from the hydrogenation process. These tests will be conducted in by January 26.

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Anita is conducting a through Investigation of the browning practices of Longmont and Jonesboro (Kansas City as well). This includes frying times, temperatures and handling practices. This includes tests on the quality of oil, storage conditions and oil changing frequency. This information will help us understand the discrepancies between plant practices. This information will be used to standardize procedures.

3. Alternative Oil Brown Color

In our last project review session, Deb Bllow suggested that we may not be optimizing consumer visual acceptance by browning in the usual manner. Even if we improve our browning practices, Deb felt we would be offering consumers the same browned appearance we currently offer. I agreed to attempt to reformulate our current product by adjusting the dextrose content to achieve a more natural, golden product when browned (similar to natural over roasted). Tests were conducted in the pilot plant and this product were browned in Longmont this week. In addition, tests have been conducted in the pilot plant utilizing enriched turkey broth and mild, sweet onlon to enhance natural roast turkey notes.

Suggested Next Steps

Samples of alternate browned turkey breasts will be evaluated this week along with the enriched flavored browned turkeys. Upon further direction from Management, we will accelerate development of the best of these flavor/appearance variables. It is estimated that we will need to pump the turkey breasts 38% to minimize the cost increase through browning. Production size batches of the optimized formula, if desired, could be produced by February 10th.

4. Maillose Browned Product

Tests are being conducted in the pilot plant on maillose treated turkey breasts. Jim Costelloe's first priority has been to develop a consistent golden brown color. Now that it appears he has the process perfected, he will put up product for shelf life purposes. We anticipate that shelf life may be a problem, so product will be tested with and without post pasteurization.

Suggested Next Steps

Maillose browned product will be prepared for shelf life purposes during the week of January 19th. Product will be available for Management's review, on a periodic basis in early February.

5. Laser Browned Product

We have contacted Synrad Laser Company regarding the browning of turkey breasts. Syrad is conducting extensive tests on laser treating Butterball turkey breasts.

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Suggested Next Steps

Review the samples Syrad will send us in mid to late January and update the group.

A review meeting has tentatively been scheduled for Monday, January 19 at 3:30 p.m. in the consumer test kitchen.

Stan Gershenson

CONFIDENTIAL Attorney Eyes Only



DATE:

January 29, 1998

TO:

Rod Bartemeyer

Deb Billow Frank Carroll Stan Gershenson Rick Goodman

Maureen Heeakin Kevin Keenan Rich Scalise John Stephens Beth Bernardi

FROM:

Sue Burns M3

CC:

Tom Nestor

RE:

Poultry Project - Jan. 27th Meeting Summary

Below are follow-up issues & next steps from the Poultry Business Review & product cutting meeting held earlier this week.

Butterball OR Shape

General agreement to change to Longmont shape

Next Steps

Review Longmont sample vs. regular BB to ensure there's enough of a change on Fri., Jan. 30 (Stan)

■ Complete R&E by mid week of Feb. 2

(Frank, Stan)

Butterball Color

Continue R&D effort to brown product with overall goal of optimizing appearance without changing flavor (If possible). Group agreed that product testing will be needed for taste (at a minimum).

Next Steps

Produce samples using the following methods: (Stan)

Oil browning (ignore addition of whey to formulas)

■ Maillose

Laser

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Impingement Develop weekly R&D timeline

(Stan)

Set up competitive cutting of browned products

(Stan, Sue)

Butterball Entry Strategy

Entry strategy needs to be fully developed including consideration of key accounts that carry both OR & browned. Inventory phasing should also be addressed. Consider rebates as part of sell-in strategy to get trade to take on new skus. We agreed that distribution objectives should be regionalized.

Next Steps

- Develop detailed entry strategy including plans for specific key accounts Food Lion & Publix (Kevin, Rod, Sue, Rick)
- Obtain 88 BDI by mkt (whole bird, packaged) (Maureen, Sue)
- Establish regional distribution objectives (Kevin, Rod)

Butterball Segmentation

Agreed to segment BB into 4 varieties: OR, Honey/Smoked, Flavored, Chicken & support via packaging, sales materials, promotion, etc. Group agreed that focus will move away from fat free on label.

Next Steps

- Initiate package redesign; develop creative brief (Sue)
- Look at product differences (panel) low sait vs. BB OR (Stan)

Other

- Develop weekly timeline for project launch (Sue, Stan)
- Complete operational assessment of low to mid tier products/ consider sku rationalization (Kevin, Frank)
- Obtain understanding of # poultry slots per market
 - Deli scan analysis cost is \$1M (Sue, Maureen)
- Can we call OR "naturally" roasted? (Stan)
- Why is Winn Dixle up year-to-year? (Rod)
 Add FY96 to key account analysis (Beth)

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> CONFIDENTIAL Attorney Eyes Only



DATE:

February 17, 1998

TO:

S. Gershenson

CC:

D. Billow

FROM:

S. Burns 13

RE:

Next Week's Poultry Panel

Stan, as we discussed yesterday, I will schedule a meeting for next Thursday, February 26 at the PDL to review the following:

- Browned turkey breast samples using the following methods:
 - Maillose
 - Oil browning (both cottonseed & corn oil both w/out whey)
 - Impingement
- Lower profile breast from Longmont to finalize approval for moving to the natural shape

It would be helpful to have on hand the additional products noted below:

Longmont 429

➤ ■ BB Browned (Jewel #30326)

≯■ BB OR #27312

Alpine Lace (caramel color) -

■ Boar's Head Ovengold - Bill Devine

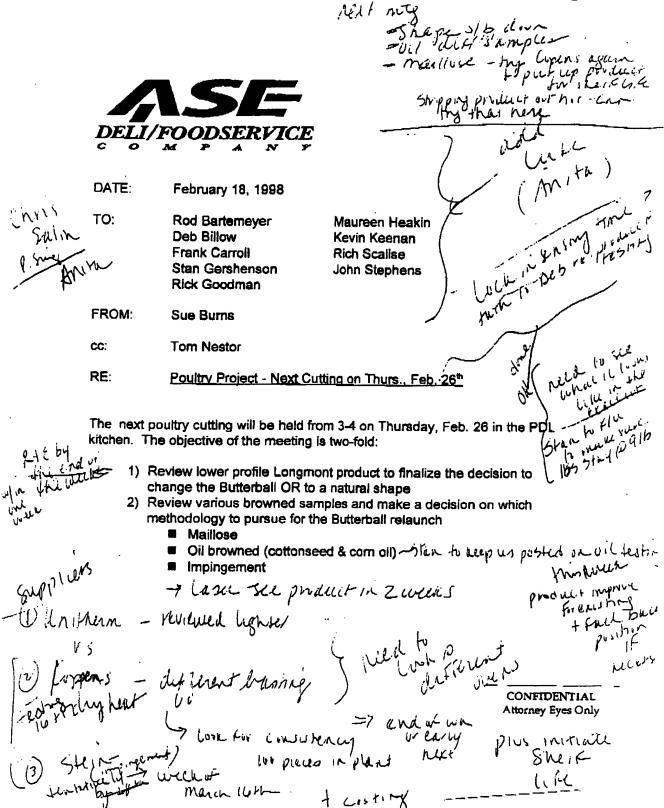
. .. ■ · Dietz & Watson Premium (browned in canola oil)

Sara Lee Premium

Please be prepared to discuss the browning process you recommend along with a preliminary timeline.

Thanks for your continued support with this project!

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(who we will all the will all the will be will

DATE:

March 3, 1998

TO:

Rod Bartemeyer

Deb Billow Frank Carroll

Stan Gershenson

Rick Goodman

Anita Colglazier

FROM:

RE:

Sue Burns

Tom Nestor

Poultry Project - Recap of Cutting Held Thurs., Feb. 26th

Maureen Heakin

Kevin Keenan

John Stephens

Rich Scalise

Chris Salm

P.E. Wang

Below is a brief recap of the browned breast cutting held last week along with timing & next steps.

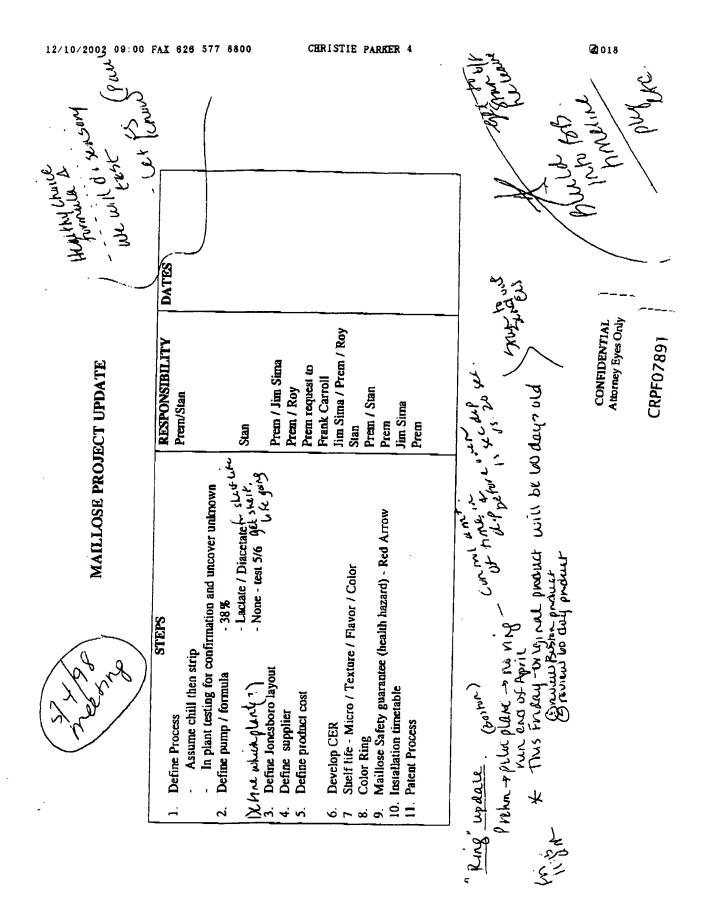
- Reviewed lower profile Longmont product and finalized the decision to change the Butterball OR to a natural shape. R&E in progress and expected to be complete by the end of this week.
- Reviewed various browned samples including oil browned & maillose.
 - Oil browned R&D will continue to test/optimize oil browning (cottonseed & corn oil) as a product improvement project for existing products (& as a fall-back position for maillose if necessary)
 - Maillose Reviewed the color & flavor of various samples. The group agreed to target a "darker" browned color. Testing at 3 suppliers will continue (Unitherm, Koppens, Stein) & samples are expected to be ready for review by Thursday, March 19. Preliminary costing will also be available at the next panel. R&D will initiate shelf life testing.
- Other issues that require follow-up by March 19th:
 - Provide list of product claims that can be made using maillose process; e.g. what do we need to do to call the product "baked", can we call OR "naturally" roasted? (Stan)
 - Develop detailed project launch timeline (Stan, Sue)
 - Design entry strategy including plans for specific key accounts (Kevin, Rod, Rick, Sue)

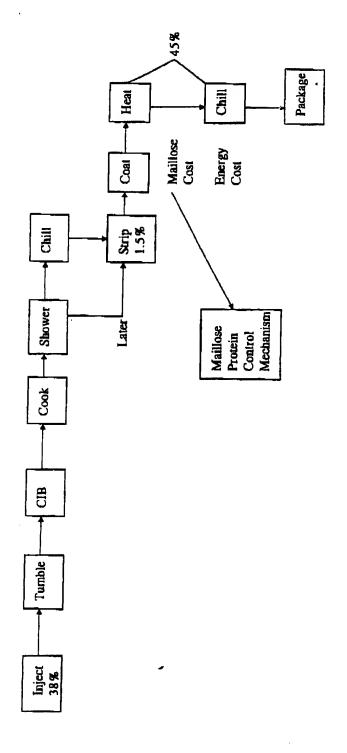
As noted above, the next meeting/panel is expected to be Thurs., March 19th – details to follow shortly.

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SKIT WELL





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12/10/2002 08:01 FAI 626 577 8800 CHRISTIB PARKER & Very & May be better than 981. Poultry Relaunch Weekly Status Meeting May 8, 1998 Discussion Topics ■ Food Service Issues Healthy Choice - change from 100% fat free, packaging Butterball - no significant issues per Paul Project Status/ Timeline ■ Healthy Choice formula change ■ Product costing Ring issue ■ Shelf life Nutritionals ■ BB Chicken & HC Chicken - browning issues next week / went formulations 2 Jurustins earty week of By the 2th of May CONFIDENTIAL Attorney Eyes Only issue & both made in Joneshop If Maillise - held to Ship to longment If oil browled -> Can Stay in Donesboro shertile bour Plu > tostent v w/ Tom-Fest current making HC oil brown CRPF07893



DATE:

May 11, 1998

TO:

R. Bartemeyer, F. Carroll, A. Colglazier, T. Nestor, S. Gershenson,

L. Saguto, P. Singh

FROM:

S. Burns AB

CC;

D. Billow, R. Goodman, K. Keenan, P. Petrlich, R. Scalise,

J. Stephens

RE:

May 9th Poultry Project Meeting Recap

Below is a brief summary of issues discussed:

- Project timeline
 - See attached for R&D/ Operations timeline
 - Weekly timeline to be discussed at the next status meeting (5/15/98)
- Impact of "browned" change on Food Service
 - Butterball no significant Issues per Paul P.
 - Healthy Choice Lori Saguto & Tom Nestor are exploring options and will update the group at the next meeting
- Proposed Healthy Choice formula change (from carr. to starch)
 - Stan is running samples, group will review & then sensory testing will be completed
- Proposal to "brown" BB chicken & HC chicken
 - Stan will have product available to review by May 22
 - Product will include both BB & HC chicken skus browned in 2 ways: oil brown & maillose
 - Shelf life testing will commence immediately after panel (currently 110 days, browned 60-65 days expected)
 - Both HC & BB chicken are currently made in Jonesboro; if oil browning is the methodology, product can stay in Jonesboro. If maillose- product will have to be shipped to Longmont

The next project team meeting will be held at approx. 9:15 on Friday, May 15th - immediately after Rich's staff.

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Activity Timetable-Maillose Turkey Project

Activity uvanivu	Responsibilty	Timing
1) Define Plant Location	Scalise/Carroll	5/6 July
2) Meeting With Engineers	Cantu/Sima/Singh	5/8 5/11-5/26 5/6 5/6 5/7 5/8 5/11-5/26
3) Color Ring Tests-Koppens	Singh/Papinaho	5/11-5/26 UNIVE
4) Shelf Life Determination	Gershenson	
5) Define Process	Singh/Gershenson	1n Progress-5/8(60 Days) 5/28 ***********************************
6) Define Pump/Formula World Lectate/ductor	Singh/Gershenson Gershenson	8/12 Financio de dit
7) Determine Nutrition	Gershenson	5/30
8) Define Plant Layout	Singh/Sima	5/31
9) Define Supplier	Singh/Cantu/Singh	5/26
10) Define Product Cost	Carroll	5/31
11) Develop C.E.R.	Sima/Cantu/Singh	r 5/31
12) Safety Guarantee-Maillose	Singh	5/28 5/26 5/26
13) Installation Timetable	Singh	75/26-16 Weeks/4 Weeks
14) Patent Application	Singh	Done delivery installation

CRPF07895

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IN THE UNITED STATES DISTRICT COURT FOR THE WESTERN DISTRICT OF O

UNITHERM FOOD SYSTEMS, INC., an Illinois corporation; and JENNIE-O FOODS, INC., a Minnesota corporation.

v.

Plaintiffs,

JUN 1 1 2002 ROBERT D. DENNIS, CLERK U.S. DIST. COURT, WESTERN DIST. OF OKLA

Case No. CIV-01-347-C

FILED UNDER SEAL

SWIFT-ECKRICH, INC. d/b/a ConAgra Refrigerated Foods, a Delaware corporation,

Defendant.

DEFENDANT'S RESPONSE TO PLAINTIFFS' MOTION FOR PARTIAL SUMMARY JUDGMENT REGARDING PATENT INVALIDITY AND UNENFORCEABILITY, AND DEFENDANT'S ASSOCIATED MOTION TO STRIKE EXHIBITS TO PLAINTIFFS' MOTION

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CONTAINS CONFIDENTIAL INFORMATION SUBJECT TO **INTERIM PROTECTIVE ORDER FILED HEREIN ON AUGUST 7, 2001** AND THE COURT'S ORDER OF OCTOBER 31 2001. THIS ENVELOPE IS NOT TO BE OPENED NOR THE CONTENTS THEREOF DISPLAYED. COPIED OR REVEALED, EXCEPT BY COURT ORDER OR BY AGREEMENT OF THE PARTIES

IN THE UNITED STATES DISTRICT COURT FOR THE WESTERN DISTRICT OF OKLAHOMA

Case No. CIV-01-347-C

UNITHERM FOOD SYSTEMS, INC., an Illinois corporation; and JENNIE-O FOODS, INC., a Minnesota corporation, Plaintiffs,

v.

SWIFT-ECKRICH, INC., d/b/a CONAGRA REFRIGERATED FOODS, a Delaware corporation, Defendant.

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DEFENDANT'S RESPONSE TO PLAINTIFFS' MOTION FOR PARTIAL SUMMARY JUDGMENT REGARDING PATENT INVALIDITY AND UNENFORCEABILITY, AND DEFENDANT'S ASSOCIATED MOTION TO STRIKE EXHIBITS TO PLAINTIFFS' MOTION

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Attorneys for Defendant Swift-Eckrich

June 11, 2002